PTAC
SOUTHEAST PENNSYLVANIA
PROCUREMENT TECHNICAL ASSISTANCE CENTERS
KUTZTOWN LEHIGH TEMPLE WHARTON WIDENER

The Procurement Technical Assistance Program

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The Procurement Technical Assistance Program

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- Created by Congress in 1985 to increase the number of companies capable of doing business with the Government
- PTACs operate under Cooperative Agreements between the Defense Logistics Agency (DLA) and local organizations which provide matching funds, including:
  - State or local governments
  - Economic Development entities
  - Educational institutions
  - Private, non-profit organizations

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- PTACs can operate throughout an entire state (statewide), in only part of a state (regional) or in Bureau of Indian Affairs areas (American Indian)

- Today, 98 PTACs with over 305 locations operate in all 50 states, the District of Columbia, and the territories of Puerto Rico and Guam.

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PTACs Serve America

2015 Highlights:

- $12 billion in contract awards to PTAC clients
- Return on Investment: $344 for every federal dollar spent
- 88% of PTAC related contract awards went to Small Businesses
- 57,000 Active Clients
- 392 training events/ month (on average)

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PTACs Assist in Determining Suitability for Contracting

- Not all small businesses should do business with Federal Government! PTAC can help determine suitability.
- Rule of thumb: Small business should have at least 1-3 years of successful operation.
- PTAC counselors can assist with necessary paperwork to receive their services and begin identifying potential contracts.

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PTACs offer a wide range of assistance

Most free of charge, including:

- Training on a wide range of contracting topics, including the basics of government contracting, payment, and many others
- One-on-one procurement counseling
- System for Award Management (SAM) and other registrations and certifications
- Computerized Bid-Match services
- Marketing to government agencies, including state and local government agencies
- Proposal preparation and review
- Military Packaging & RFID
- Developing Quality Assurance Plans
- Obtaining Technical specifications and procurement histories

Association of Procurement Technical Assistance Ce

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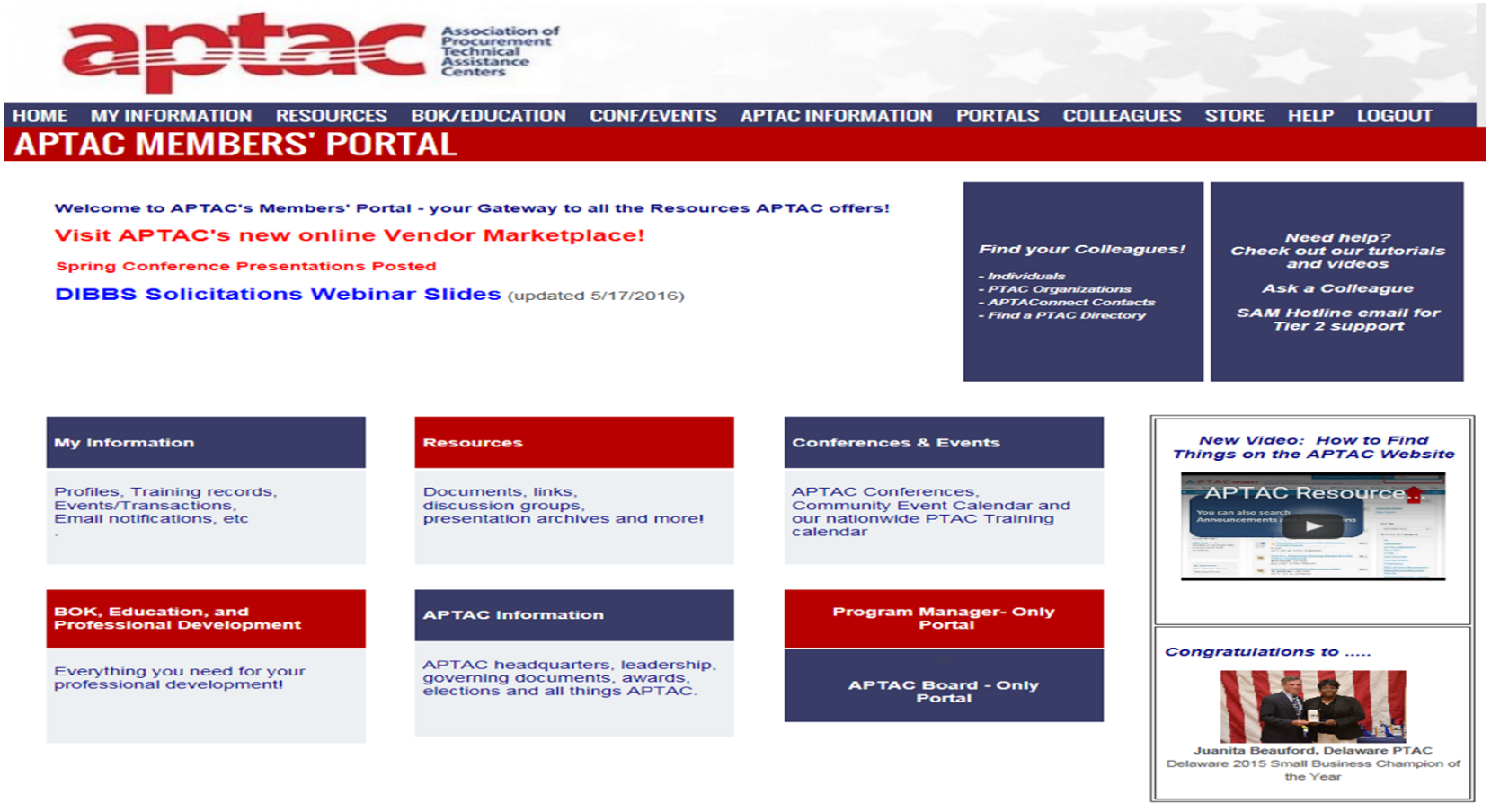
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Everything you need for your professional development!
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APTAC headquarters, leadership, governing documents, awards, elections and all things APTAC.
Program Manager- Only Portal
APTAC Board - Only Portal
New Video: How to Find Things on the APTAC Website
APTAC Resource
Congratulations to .....
Juanita Beauford, Delaware PTAC
Delaware 2015 Small Business Champion of the Year

Getting Government Down to Small Business....

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APTAC

Through APTAC, individual PTACs participate in a national network which facilitates:

- Communications with federal agencies and up-to-the-minute news regarding changes in procurement policies and processes;
- Dissemination of information from agencies to small business clients nationwide;
- Feedback from the field on challenges confronting small businesses – as well as insight on how these challenges might be addressed;
- Collaboration with other national small business assistance organizations;
- Real time-access to the knowledge-base of the entire PTAC network.

APTAC

Hosts two yearly training conferences – training examples:

SBA Size and Socio-economic Regulations - Myth vs. Reality, Steven Koprince, Koprince Law

15 Reasons "Simplified Acquisitions" Should be in Small Business Pipelines, Guy Timberlake, American Small Business Coalition

Past Performance in Government Contracting, Mark Blando, Ekland/Blando Attorneys

Tackling DFARS Cybersecurity Requirements: Threats, Requirements, Options and Urgency, Michael Semmens

International Trade & Arms Regulations Update, Mike Allocca, Allocca Enterprises

Creating Competitive Advantage from a Changing Acquisition Landscape, Mark Abel, Castlemar Consulting

Advanced Teaming Strategies to Accelerate Small Business Government Revenue, Joshua Frank, RSM Federal

Getting Government Down to Small Business....

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To Locate a PTAC near you, go to:

Getting Government
Down to Small Business....